SERFF Tracking Number: HARL-126790484 State: Arkansas State Tracking Number: 46629 Filing Company: Hartford Life Insurance Company

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

## Filing at a Glance

Company: Hartford Life Insurance Company

SERFF Tr Num: HARL-126790484 State: Arkansas Product Name: HPRM L Share TOI: A03I Individual Annuities - Deferred SERFF Status: Closed-Approved- State Tr Num: 46629

Variable Closed

Sub-TOI: A03I.002 Flexible Premium Co Tr Num: IPD-VA-3OUT-10(HL) State Status: Approved-Closed

Reviewer(s): Linda Bird

Authors: Kenneth Bach, Lindsay Disposition Date: 08/31/2010

Cooper, Ginger Morgan, Tiffany

Heist

Date Submitted: 08/27/2010 Disposition Status: Approved-

Closed

Implementation Date Requested: On Approval Implementation Date:

State Filing Description:

Filing Type: Form

## **General Information**

Project Name: HPRM L Share Spec Page Filing Status of Filing in Domicile: Pending

Project Number: IPD-VA-3OUT-10(HL) Date Approved in Domicile: Requested Filing Mode: Review & Approval **Domicile Status Comments:** Explanation for Combination/Other: Market Type: Individual Submission Type: New Submission Group Market Size:

Overall Rate Impact: Group Market Type:

Filing Status Changed: 08/31/2010 Explanation for Other Group Market Type:

State Status Changed: 08/31/2010

Deemer Date: Created By: Lindsay Cooper

Submitted By: Lindsay Cooper Corresponding Filing Tracking Number:

Filing Description:

Hartford Life Insurance Company - NAIC 88072-091; FEIN 06-0974148

VA-3OUT-10 Individual Variable Annuity Contract Specifications

Enclosed is the captioned Individual Variable Annuity policy form for your review and approval. This form is new and does not replace any previously approved forms. This form will be used with our previously approved Individual Variable Annuity Contract and related forms as described below.

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

Please note that this form is identical to the form that we are submitting concurrently via a separate filing for the Hartford Life and Annuity Insurance Company except for the Company reference. We suggest that you review the two submissions together.

Contract Specifications: VA-3OUT-10. This form is an alternate Contract Specifications for our Individual Variable Annuity Contract HL-VA03 which was approved by your state on 02/20/2003. We have also enclosed an Actuarial Memorandum for this form which provides additional information regarding this product.

This form will be used for both qualified and non-qualified markets and will be sold by professional, licensed agents in connection with retirement planning.

The bracketed items are variable and may be modified on a non-discriminatory basis. We have enclosed a Statement of Variables for this form which describes the bracketing parameters.

Since this form will be used with SEC registered product(s) we believe it is exempt from the language simplification requirements of your state. Unless otherwise informed, we reserve the right to alter the layout, format, color and typeface of this form.

If you have any questions regarding this submission please contact me at (860) 843-3552 or Kenneth Bach at (860) 843-7424. We look forward to your approval of these forms.

Sincerely,
Lindsay Cooper
Contract Specialist
Retirement & Legacy Compliance
(860) 843-3552
Lindsay.Cooper@hartfordlife.com

# **Company and Contact**

#### **Filing Contact Information**

Lindsay Cooper, Contract Analyst lindsay.cooper@hartfordlife.com

200 Hopmeadow Street 860-843-3552 [Phone] Simsbury, CT 06089 860-843-8014 [FAX]

**Filing Company Information** 

Hartford Life Insurance Company CoCode: 88072 State of Domicile: Connecticut

200 Hopmeadow Street Group Code: 91 Company Type: Life Simsbury, CT 06089 Group Name: State ID Number:

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

(860) 547-5000 ext. [Phone] FEIN Number: 06-0974148

-----

# **Filing Fees**

Fee Required? Yes
Fee Amount: \$50.00
Retaliatory? No

Fee Explanation:

Per Company: No

COMPANY AMOUNT DATE PROCESSED TRANSACTION #

Hartford Life Insurance Company \$50.00 08/27/2010 39075026

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

# **Correspondence Summary**

## **Dispositions**

| Status              | Created By | Created On | Date Submitted |
|---------------------|------------|------------|----------------|
| Approved-<br>Closed | Linda Bird | 08/31/2010 | 08/31/2010     |

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

# **Disposition**

Disposition Date: 08/31/2010

Implementation Date: Status: Approved-Closed

Comment:

Rate data does NOT apply to filing.

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

| Schedule            | Schedule Item                  | Schedule Item Status | <b>Public Access</b> |
|---------------------|--------------------------------|----------------------|----------------------|
| Supporting Document | Flesch Certification           |                      | No                   |
| Supporting Document | Application                    |                      | No                   |
| Supporting Document | Life & Annuity - Acturial Memo |                      | No                   |
| Supporting Document | Statement of Variables         |                      | Yes                  |
| Form                | Contract Specifications        |                      | Yes                  |

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A03I Individual Annuities - Deferred Variable Sub-TOI: A03I.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

## Form Schedule

Lead Form Number: VA-3OUT-10

| Schedule | Form     | Form Type Form Name         | Action  | Action Specific | Readability | Attachment |
|----------|----------|-----------------------------|---------|-----------------|-------------|------------|
| Item     | Number   |                             |         | Data            |             |            |
| Status   |          |                             |         |                 |             |            |
|          | VA-3OUT- | Policy/Cont Contract        | Initial |                 | 0.000       | VA-3OUT-   |
|          | 10       | ract/Fratern Specifications |         |                 |             | 10.pdf     |
|          |          | al                          |         |                 |             |            |
|          |          | Certificate:                |         |                 |             |            |
|          |          | Amendmen                    |         |                 |             |            |
|          |          | t, Insert                   |         |                 |             |            |
|          |          | Page,                       |         |                 |             |            |
|          |          | Endorseme                   |         |                 |             |            |
|          |          | nt or Rider                 |         |                 |             |            |

#### **CONTRACT SPECIFICATIONS**

CONTRACT NUMBER [SPECIMEN] CONTRACT ISSUE DATE [ SEPTEMBER 8, 2010 ] NAME OF ANNUITANT [ JAMES SCOTT ] ANNUITY COMMENCEMENT DATE [JANUARY 1, 2039] ANNUITANT AGE INITIAL PREMIUM PAYMENT [35] [\$1.000] ANNUITANT GENDER [ MALE ] MINIMUM SUBSEQUENT PAYMENT [\$500] CONTINGENT ANNUITANT [ PAUL SCOTT ] DESIGNATED BENEFICIARY [ ANN SCOTT ] CONTRACT OWNER [JAMES SCOTT]

#### **DESCRIPTION OF BENEFITS**

#### INDIVIDUAL FLEXIBLE PREMIUM VARIABLE ANNUITY CONTRACT

SEPARATE ACCOUNT: [HARTFORD LIFE INSURANCE COMPANY SEPARATE ACCOUNT SEVEN]

MORTALITY AND EXPENSE RISK CHARGE: [1.25%] PER ANNUM OF THE DAILY SUB-ACCOUNTS VALUE.

ADMINISTRATION CHARGE: [0.20%] PER ANNUM OF THE DAILY SUB-ACCOUNTS VALUE.

ANNUAL MAINTENANCE FEE: \$0 IF THE CONTRACT VALUE IS \$50,000 OR MORE ON THE CONTRACT ANNIVERSARY. \$[30] IF THE CONTRACT VALUE IS LESS THAN \$50,000 ON THE CONTRACT ANNIVERSARY AND WHEN THE CONTRACT IS FULLY SURRENDERED.

MINIMUM AMOUNT RULE: THE MINIMUM AMOUNT RULE OF THE "PARTIAL SURRENDERS PRIOR TO THE ANNUITY COMMENCEMENT DATE" SECTION OF THE CONTRACT PROVIDES THAT A MINIMUM CONTRACT VALUE MUST BE MAINTAINED IN THE CONTRACT. AS OF THE CONTRACT ISSUE DATE, THE MINIMUM CONTRACT VALUE EQUALS [\$2,000]. WE RESERVE THE RIGHT TO INCREASE THE MINIMUM CONTRACT VALUE AT OUR DISCRETION, BUT IN NO EVENT WILL IT EXCEED \$10,000.

ANNUAL WITHDRAWAL AMOUNT (AWA): THE AMOUNT THAT CAN BE WITHDRAWN IN ANY CONTRACT YEAR PRIOR TO INCURRING SURRENDER CHARGES. THIS EQUALS 100% OF REMAINING GROSS PREMIUMS MADE MORE THAN [4] YEARS AGO PLUS THE GREATER OF (A) OR (B) WHERE:

(A) = CONTRACT VALUE AS OF THE VALUATION DAY OF THE WITHDRAWAL MINUS REMAINING GROSS PREMIUMS.

## **CONTRACT SPECIFICATIONS**

(B) = [5%] OF PREMIUM PAYMENTS MADE DURING EACH OF THE LAST [4] YEARS PRIOR TO WITHDRAWAL PER CONTRACT YEAR ON A NONCUMULATIVE BASIS.

#### AWA FORMULA:

AWA = REMAINING GROSS PREMIUMS NO LONGER SUBJECT TO CONTINGENT DEFERRED SALES CHARGE + MAXIMUM (EARNINGS, [5%] OF PREMIUM PAYMENTS STILL SUBJECT TO CONTINGENT DEFERRED SALES CHARGE) WHERE:

REMAINING GROSS PREMIUMS (RGP) = TOTAL PREMIUM PAYMENTS - PRIOR WITHDRAWALS IN EXCESS OF THE AWA AT THE TIME OF THAT WITHDRAWAL; AND EARNINGS = MAXIMUM (CONTRACT VALUE - RGP, 0).

#### **CONTINGENT DEFERRED SALES CHARGE (CHARGE):**

WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.

THE CHARGE WILL BE CALCULATED BASED ON THE GREATER OF (A) OR (B), WHERE:

- (A) = CONTRACT VALUE AS OF THE DATE OF THE WITHDRAWAL MINUS THE APPLICABLE ANNUAL WITHDRAWAL AMOUNT.
- (B) = REMAINING GROSS PREMIUM AS DEFINED ABOVE MINUS THE APPLICABLE ANNUAL WITHDRAWAL AMOUNT.

FOR PARTIAL SURRENDERS, THE CHARGE WILL BE CALCULATED BASED ON THE PARTIAL SURRENDER AMOUNT AS OF THE DATE OF THE WITHDRAWAL MINUS THE APPLICABLE ANNUAL WITHDRAWAL AMOUNT.

THE PERCENTAGES USED TO CALCULATE THE CHARGE ARE EQUAL TO:

| CHARGE | EACH PREMIUM PAYMENT |  |
|--------|----------------------|--|
| [ 7%   | 1                    |  |
| 6%     | 2                    |  |
| 5%     | 3                    |  |
| 4%     | 4                    |  |
| 0%     | 5 ] AND THEREAFTER   |  |

MILIMPED OF VEADS EDOM

NO CONTINGENT DEFERRED SALES CHARGE WILL BE ASSESSED IF:

- ONLY THE ANNUAL WITHDRAWAL AMOUNT IS TAKEN, OR
- ELIGIBILITY REQUIREMENTS ARE MET FOR THE WAIVER OF THE CONTINGENT DEFERRED SALES CHARGE.

Company Tracking Number: IPD-VA-3OUT-10(HL)

TOI: A031 Individual Annuities - Deferred Variable Sub-TOI: A031.002 Flexible Premium

Product Name: HPRM L Share

Project Name/Number: HPRM L Share Spec Page Filing/IPD-VA-3OUT-10(HL)

# **Supporting Document Schedules**

Item Status: Status

Date:

Satisfied - Item: Statement of Variables

Comments: Attachment:

Statement of Variables VA-3OUT-10 .pdf

## **STATEMENT OF VARIABLES**

# Hartford Life Insurance Company Individual Flexible Premium Variable Annuity Contract Specifications Form Number: VA-3OUT-10 August 27, 2010

The bracketed items are variable and may be modified on a non-discriminatory basis. The following information describes the usage and possible future modifications to the bracketed variable material of the captioned policy form.

| CONTRACT<br>SPECIFICATIONS<br>PAGE NUMBER | VARIABLE ITEM  | DESCRIPTION   |
|---|--|---|
| 3   | MINIMUM SUBSEQUENT PAYMENT [\$500]   | For new issues we may change the bracketed amount that is currently displayed to another amount ranging from \$50 - \$1000.                     |
| 3   | SEPARATE ACCOUNT: [SEPARATE ACCOUNT SEVEN]   | For new issues, we may change the bracketed name that is currently displayed to show the name of another valid Separate Account of our company. |
| 3   | MORTALITY AND EXPENSE RISK CHARGE: [1.25%] PER ANNUM OF THE DAILY SUB-ACCOUNTS VALUE.  | For new issues, we may change the amount displayed to another amount ranging from 0.00% to 1.70%.   |
| 3   | ADMINISTRATION CHARGE: [0.20%] PER ANNUM OF THE DAILY SUB-ACCOUNTS VALUE.  | For new issues, we may change the amount displayed to another amount ranging from 0.00% to 0.25%.   |
| 3   | ANNUAL MAINTENANCE FEE: \$0 IF THE CONTRACT VALUE IS \$50,000 OR MORE ON THE CONTRACT ANNIVERSARY. \$[30] IF THE CONTRACT VALUE IS LESS THAN \$50,000 ON THE CONTRACT ANNIVERSARY AND WHEN THE CONTRACT IS FULLY SURRENDERED | For new issues, we may change the bracketed amount displayed to another amount ranging from \$0 - \$50.   |

| ANNUAL WITHDRAWAL AMOUNT (AWA): THE AMOUNT THAT CAN BE WITHDRAWN IN ANY CONTRACT YEAR PRIOR TO INCURRING SURRENDER CHARGES. THIS EQUALS 100% OF REMAINING GROSS PREMIUMS MADE MORE THAN [4] YEARS AGO PLUS THE GREATER OF (A) OR (B) WHERE:  (A) = CONTRACT VALUE AS OF THE VALUATION DAY OF THE WITHDRAWAL MINUS REMAINING GROSS PREMIUMS.  (B) = [5%] OF PREMIUM PAYMENTS MADE DURING EACH OF THE LAST [4] YEARS PRIOR TO WITHDRAWAL PER CONTRACT YEAR ON A NONCUMULATIVE BASIS.  AWA FORMULA:  AWA = REMAINING GROSS PREMIUMS NO LONGER SUBJECT TO CONTINGENT DEFERRED SALES CHARGE + MAXIMUM (EARNINGS, [5%]) OF PREMIUM PAYMENTS STILL SUBJECT TO CONTINGENT DEFERRED SALES CHARGE: REMAINING GROSS PREMIUMS (RGP) = TOTAL PREMIUM PAYMENTS - PRIOR WITHDRAWALS IN EXCESS OF THE AWA AT THE TIME OF THAT WITHDRAWAL; AND EARNINGS = MAXIMUM (CONTRACT VALUE - RGP, 0).  3A  CONTINGENT DEFERRED SALES CHARGE (CHARGE): WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY AS WE ASSESS TO REMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.  THE CHARGE WILL BE CALCULATED BASED ON THE GREATER OF (A) OR (B), WHERE: | 3  | MINIMUM AMOUNT RULE: THE MINIMUM AMOUNT RULE OF THE "PARTIAL SURRENDERS PRIOR TO THE ANNUITY COMMENCEMENT DATE" SECTION OF THE CONTRACT PROVIDES THAT A MINIMUM CONTRACT VALUE MUST BE MAINTAINED IN THE CONTRACT. AS OF THE CONTRACT ISSUE DATE, THE MINIMUM CONTRACT VALUE EQUALS [\$2,000]. WE RESERVE THE RIGHT TO INCREASE THE MINIMUM CONTRACT VALUE AT OUR DISCRETION, BUT IN NO EVENT WILL IT EXCEED \$10,000.  | For all issues, We may change the bracketed amount displayed to another amount ranging from \$2,000 - \$10,000.  |
|---|----|---|--|
| HAMP OF THE LAST [4] YEARS PRIOR TO WITHDRAWAL PER CONTRACT YEAR ON A NONCUMULATIVE BASIS.  AWA FORMULA:  AWA = REMAINING GROSS PREMIUMS NO LONGER SUBJECT TO CONTINGENT DEFERRED SALES CHARGE + MAXIMUM (EARNINGS, [5%] OF PREMIUM PAYMENTS STILL SUBJECT TO CONTINGENT DEFERRED SALES CHARGE) WHERE:  REMAINING GROSS PREMIUMS (RGP) = TOTAL PREMIUM PAYMENTS – PRIOR WITHDRAWALS IN EXCESS OF THE AWA AT THE TIME OF THAT WITHDRAWAL; AND  EARNINGS = MAXIMUM (CONTRACT VALUE – RGP, 0).  ACONTINGENT DEFERRED SALES CHARGE (CHARGE):  WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.  | 3A | ANY CONTRACT YEAR PRIOR TO INCURRING SURRENDER CHARGES. THIS EQUALS 100% OF REMAINING GROSS PREMIUMS MADE MORE THAN [4] YEARS AGO PLUS THE GREATER OF (A) OR (B) WHERE:  (A) = CONTRACT VALUE AS OF THE VALUATION DAY OF THE WITHDRAWAL   | change the bracketed<br>number of contract years<br>that is currently displayed to<br>other years ranging from   |
| AWA = REMAINING GROSS PREMIUMS NO LONGER SUBJECT TO CONTINGENT DEFERRED SALES CHARGE + MAXIMUM (EARNINGS, [5%] OF PREMIUM PAYMENTS STILL SUBJECT TO CONTINGENT DEFERRED SALES CHARGE) WHERE:  REMAINING GROSS PREMIUMS (RGP) = TOTAL PREMIUM PAYMENTS - PRIOR WITHDRAWALS IN EXCESS OF THE AWA AT THE TIME OF THAT WITHDRAWAL; AND EARNINGS = MAXIMUM (CONTRACT VALUE - RGP, 0).  3A  CONTINGENT DEFERRED SALES CHARGE (CHARGE):  WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.   |    | YÉARS PRIOR TO WITHDRAWAL PER CONTRACT YEAR ON A NONCUMULATIVE BASIS.   | change the bracketed percentage that is currently displayed to another   |
| CONTINGENT DEFERRED SALES CHARGE (CHARGE):  WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.   |    | AWA = REMAINING GROSS PREMIUMS NO LONGER SUBJECT TO CONTINGENT DEFERRED SALES CHARGE + MAXIMUM (EARNINGS, [5%] OF PREMIUM PAYMENTS STILL SUBJECT TO CONTINGENT DEFERRED SALES CHARGE) WHERE:  REMAINING GROSS PREMIUMS (RGP) = TOTAL PREMIUM PAYMENTS - PRIOR WITHDRAWALS IN EXCESS OF THE AWA AT THE TIME OF THAT WITHDRAWAL; AND  | Charitable Remainder Trust business we may increase  |
| WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE CHARGE.   |    |   |  |
| THE CHARGE WILL BE CALCULATED BASED ON THE GREATER OF (A) OR (B), WHERE:  | 3A | WE MAY ASSESS A CONTINGENT DEFERRED SALES CHARGE WHEN YOU REQUEST A FULL OR PARTIAL SURRENDER. THE CHARGE IS BASED ON THE AMOUNT YOU CHOOSE TO SURRENDER AND HOW LONG YOUR PREMIUM PAYMENTS HAVE BEEN IN THE CONTRACT. EACH PREMIUM PAYMENT HAS ITS OWN CHARGE SCHEDULE. PREMIUM PAYMENTS ARE SURRENDERED IN THE ORDER IN WHICH THEY ARE RECEIVED. THE AMOUNT ASSESSED A CHARGE WILL NOT EXCEED YOUR REMAINING GROSS PREMIUMS AS DEFINED ABOVE. AMOUNTS WITHDRAWN IN EXCESS OF THE ANNUAL FREE WITHDRAWAL AMOUNT ARE SUBJECT TO THE | Deferred Sales Charge that is displayed is the maximum charge that we may assess for each of the years shown. For new issues we may change the percentage for any of these years to a lower percentage |
|   |    | THE CHARGE WILL BE CALCULATED BASED ON THE GREATER OF (A) OR (B), WHERE:  |  |
| (A) = CONTRACT VALUE AS OF THE DATE OF THE WITHDRAWAL MINUS THE   |    | (A) = CONTRACT VALUE AS OF THE DATE OF THE WITHDRAWAL MINUS THE   |  |

APPLICABLE ANNUAL WITHDRAWAL AMOUNT.

(B) = REMAINING GROSS PREMIUM AS DEFINED ABOVE MINUS THE APPLICABLE ANNUAL WITHDRAWAL AMOUNT.

FOR PARTIAL SURRENDERS, THE CHARGE WILL BE CALCULATED BASED ON THE PARTIAL SURRENDER AMOUNT AS OF THE DATE OF THE WITHDRAWAL MINUS THE APPLICABLE ANNUAL WITHDRAWAL AMOUNT.

THE PERCENTAGES USED TO CALCULATE THE CHARGE ARE EQUAL TO:

| CHARGE | NUMBER OF YEARS FROM<br>EACH PREMIUM PAYMENT |  |  |
|--------|--|--|--|
| [ 7%   | 1  |  |  |
| 6%     | 2  |  |  |
| 5%     | 3  |  |  |
| 4%     | 4  |  |  |
| 0%     | 5] AND THEREAFTER                            |  |  |
|        |  |  |  |

NO CONTINGENT DEFERRED SALES CHARGE WILL BE ASSESSED IF:

- ONLY THE ANNUAL WITHDRAWAL AMOUNT IS TAKEN, OR
- ELIGIBILITY REQUIREMENTS ARE MET FOR THE WAIVER OF THE CONTINGENT DEFERRED SALES CHARGE.